

Message Text

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PAGE 01 MANILA 10611 020226Z

21

ACTION TRSE-00

INFO OCT-01 EA-10 ISO-00 NEA-10 IO-10 H-02 L-03 PA-02

PRS-01 SP-02 AID-05 EB-07 NSC-05 CIEP-02 SS-15 STR-04

OMB-01 CEA-01 CIAE-00 COME-00 FRB-01 INR-07 NSAE-00

USIA-15 XMB-04 OPIC-06 LAB-04 SIL-01 /119 W

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R 020138Z AUG 75

FM AMEMBASSY MANILA

TO SECSTATE WASHDC 6072

INFO AMCONGEN HONG KONG

UNCLAS MANILA 10611

USADB

PASS TREASURY (BELLOCHI, GONZALEZ, CORRO)

PASS COMMERCE (BAKER, SANDS)

E.O. 11652: N/A

TAGS: EAID, EFIN

SUBJ: IMPROVING U.S. PROCUREMENT UNDER ADB-FINANCED PROJECTS

SUMMARY: DURING BEACH CONSULTATIONS IN TREASURY SCHEDULED AUGUST 19-22, RECOMMEND ARRANGEMENTS BE MADE FOR MORRIS ALLEN TO BRIEF TREASURY OIDB OFFICERS ON HIS PRINCIPAL FINDINGS, RECOMMENDATIONS AND ACTIONS ON ABOVE SUBJECT. SUBSEQUENT THERETO, ALLEN AVAILABLE TO DISCUSS IN GREATER DETAIL ANY OR ALL ASPECTS THIS SUBJECT WITH INDIVIDUAL OIDB STAFF MEMBERS, IN PARTICULAR BELLOCHI AND GONZALEZ, AS WELL AS DRAFT FINAL REPORT. TREASURY MAY ALSO WISH INVITE APPROPRIATE STATE AND COMMERCE REPRESENTATIVES TO ALLEN BRIEFING.

1. AS CONSULTANT TO U.S. TREASURY AND PROCUREMENT ADVISOR TO USADB, ALLEN HAS INTERVIEWED NUMEROUS ADB UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MANILA 10611 020226Z

OFFICIALS AND RPOFESSIONAL STAFF AS WELL AS MANY

OFFICERS OF LEADING U.S. COMPANIES IN ASIA. HIS
EXTENSIVE DATA ON POST BID EXPERIENCE GATHERED FROM
VARIOUS ADB PROJECT OFFICERS POINTS UP LACK U.S.
BIDDERS FOR MANY TENDERS OF EQUIPMENT IN WHICH U.S.
GENERALLY COMPETITIVE.

2. ON BASIS THEREOF, AND IN TIME AVAILABLE, ALLEN
HAS CONCENTRATED PRIMARILY ON (A) ASCERTAINING WHY
LEADING U.S. COMPANIES ARE NOT BIDDING AND ON (B)
DEVELOPING AND INITIATING PRACTICAL MEASURES FOR
REMEDIYING THESE CAUSAL FACTORS.

3. OF PRIMARY CONCERN AMONG LATTER ARE (A) INADEQUATE
INFORMATION FLOWS; (B) LACK OF STANDARDIZED TERMS AND
CONDITIONS IN TENDERS; (B) COUPLING OF CIVIL WORKS WITH
EQUIPMENT IN TENDERS; (D) NEED FOR GREATER RECOGNITION
OF QUALITATIVE OR NON-PRICE FACTORS ALONG WITH INITIAL
COST IN BID EVALUATIONS, ETC.

4. ALTHOUGH CONCENTRATING ON U.S. COMPANY EXPERIENCES
WITH ADB PROJECTS AND TENDERS, ALLEN FINDINGS, RECOM-
MENDATIONS AND ACTIONS FOR IMPROVING U.S. BUSINESS
POTENTIALS MAY BE EQUALLY APPLICABLE AND HELPFUL TO
IMPROVING U.S. PROCUREMENT CONTRACTS UNDER IBRD AND IDB.

5. IN VIEW THEIR CLOSE INTEREST AND INVOLVEMENT IN
THIS SUBJECT, TREASURY MAY WISH INVITE REPRESENTATIVES
FROM STATE (VIA EB-JOEL BILLER AND EA-TONY GEBER) AND
COMMERCE (VIA DAVE BAKER AND/OR JOHN SANDS) TO THE
AFOREMENTIONED BRIEFING SESSION BY ALLEN. OR, IF
PREFERRED, ALLEN COULD HOLD SEPARATE BRIEFINGS FOR
INTERESTED STAFFS IN THEIR OWN AGENCIES AT THEIR
CONVENIENCE. IN FACT, DURING THE WEEK PRIOR TO
THESE TREASURY MEETINGS, IT WOULD BE ADVISABLE FOR
ALLEN TO DISCUSS WITH APPROPRIATE STATE AND
COMMERCE OFFICERS SOME OF THE MORE SIGNIFICANT
INFORMATION FLOW GAPS AND RELATED QUESTIONS ON ADB
PROJECTS AND TENDERS UNCOVERED DURING HIS CONSULTANCY
WORK.

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PAGE 03 MANILA 10611 020226Z

6. TO ENABLE ALLEN TO ADEQUATELY ACCOMPLISH THE AFORE-
MENTIONED BRIEFINGS AND DISCUSSIONS, PLUS HIS FINAL
REPORT PREPARATION, USADB WOULD APPRECIATE TREASURY
(OASIA-MRS. CORRO) AMENDING ALLEN'S CURRENT TRAVEL
AUTHORIZATION 1976-0011 TO INCLUDE APPROXIMATELY 14 DAYS
IN WASHINGTON. LATTER CAN BE ACCOMMODATED WITHIN
CURRENT 60 DAY TRAVEL ORDERS. (ALLEN HAS STATE TRAVEL
AUTHORIZATION FROM HONG KONG TO WASHINGTON.)

7. ALLEN FORWARDED WORKING PAPERS TO TREASURY C/O
PEGGY GONZALEZ TO HOLD FOR ARRIVAL.

8. PLEASE INFO REPLY TO HONG KONG FOR ALLEN.
SULLIVAN

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NNN

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